

EXHIBIT J

REDACTED

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UNITED STATES DISTRICT COURT
FOR THE NORTHERN DISTRICT OF CALIFORNIA
SAN FRANCISCO DIVISION

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IN RE GOOGLE PLAY STORE Case No.
ANTITRUST LITIGATION 3:21-md-02981-JD

THIS DOCUMENT RELATES TO:
Epic Games Inc. v. Google LLC, et al.,
Case No: 3:20-cv-05671-JD

In re Google Play Consumer
Antitrust Litigation,
Case No: 3:20-cv-05761-JD

In re Google Play Developer
Litigation,
Case No: 3:20-cv-05792-JD

State of Utah, et al.,
v. Google LLC, et al.,
Case No: 3:21-cv-05227-JD

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REMOTE VIDEOTAPED DEPOSITION BY VIRTUAL ZOOM OF
RICHARD FENG

Friday, January 14, 2022
Volume 1 (Pages 1-396)

Reported By: Lynne Ledanois, CSR 6811

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v. Google LLC, et al.,
Case No: 3:21-cv-05227-JD

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Remote videotaped deposition of
RICHARD FENG, taken in Palo Alto, California,
commencing at 8:59 a.m., on Friday,
January 14, 2022 before Lynne Ledanois,
Certified Shorthand Reporter No. 6811

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Also Present:

Bret Hampton, Videographer

Timothy Tupiak, Veritext Tech

Ken Maikish, Google In-House Counsel

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I N D E X O F E X A M I N A T I O N

Examination by:

Page

Mr. Bates

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Mr. Byars

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I N D E X O F E X H I B I T S

	Deposition	Description	Page
1	Exhibit 500	Document headed, PM Director	69
2		for Play Monetization (and	
3		formerly Unicorn)- Self	
4		Assessment,	
5		GOOG-PLAY-004151349;	
6	Exhibit 501	Email to Sameer Samat from	124
7		Paul Feng, 1/17/17,	
8		GOOG-PLAY-000838152;	
9	Exhibit 502	Email to Paul Feng from Kara	133
10		Bailey, 1/5/17,	
11		GOOG-PLAY-000548143;	
12	Exhibit 503	Email to Paul Feng from Erin	143
13		Crosby, 1/19/17,	
14		GOOG-PLAY-002555930;	
15	Exhibit 504	Email to Vineet Buch from	148
16		Paul Feng, 1/5/17,	
17		GOOG-PLAY-000548151;	
18	Exhibit 505	Email to Paul Feng from	162
19		Brandon Barras, 1/3/17,	
20		GOOG-PLAY-001268554;	
21	Exhibit 506	Email to Paul Feng, et al.,	175
22		from David Wang, 3/24/17,	
23		GOOG-PLAY-000257629;	
24			
25			

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2	Deposition	Description	Page
3	Exhibit 507	Email to marchak@google.com	189
4		from Paul Feng, 8/31/21,	
5		GOOG-PLAY-007866426;	
6	Exhibit 508	Email to Jamie Rosenberg and	193
7		Sameer Samat, 4/26/17,	
8		GOOG-PLAY-001268889;	
9	Exhibit 509	Email to Paul Feng from	202
10		Kristin Reinke, 2/2/19,	
11		GOOG-PLAY-000259276;	
12	Exhibit 510	Email to Kobi Glick from	210
13		Hareesh Pottamsetty, 1/30/20,	
14		GOOG-PLAY-000260305;	
15	Exhibit 511	Email to Sam Tolomei from	215
16		Paul Feng, 4/12/21,	
17		GOOG-PLAY-007874621;	
18	Exhibit 512	Email to Angela Ying, et al.,	222
19		from Tina Sriskandarajh,	
20		2/2/18,	
21		GOOG-PLAY-002381547;	
22	Exhibit 513	Document headed, Aligning	229
23		YouTube and Playing Billing	
24		Experiences,	
25		GOOG-PLAY-000360400;	

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2	Deposition	Description	Page
3	Exhibit 514	Email to Paul Feng, et al.,	234
4		from Christina Schaengold,	
5		4/15/21,	
6		GOOG-PLAY-007874518;	
7	Exhibit 515	Email to Sagar Kamdar from	239
8		Paul Feng, 10/23/20,	
9		GOOG-PLAY-000090340;	
10	Exhibit 516	Email to Paul Feng from	245
11		Lawrence Koh, 6/4/19,	
12		GOOG-PLAY-000946262;	
13	Exhibit 517	Document headed, PPS:	287
14		Blocking AP from Side-	
15		loaded Apps,	
16		GOOG-PLAY-002405918;	
17	Exhibit 518	Email to Larry Yang from	290
18		Samer Sayigh, 3/13/18,	
19		GOOG-PLAY-000258505;	
20	Exhibit 519	Document headed, Play	311
21		Billing Policy,	
22		GOOG-PLAY-003334312;	
23	Exhibit 520	Document headed, Subs	325
24		Summit 2017 BD Deep-Dive,	
25		GOOG-PLAY-000571076;	

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I N D E X O F E X H I B I T S

Deposition	Description	Page
Exhibit 521	Email to Kelly Cox from Alistair Pott, 6/28/17, GOOG-PLAY-002378138;	342
Exhibit 522	Document headed, Play Business Model Thoughts, GOOG-PLAY-000565541;	346
Exhibit 523	Document headed, Google Play Project Magical Bridge, GOOG-PLAY-007328838;	365
Exhibit 524	Document headed, Google Play Project Basecamp: Principles, Play Leads Discussion 5/7, GOOG-PLAY-007628059;	379

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1 Friday, January 14, 2022

2 8:59 a.m.

3
4 VIDEOGRAPHER: Good morning.

5 We're on the record at 8:59 a.m.

6 on January 14th, 2022.

7 Please note microphones are
8 sensitive and may pick up
9 whispering, private conversations
10 and cell interference.

11 Please turn off all cell
12 phones or place them away from the
13 microphones as they can interfere
14 with the deposition audio.

15 Audio and video recording
16 will continue to take place unless
17 all parties agree to go off the
18 record.

19 This is Media Unit Number 1
20 of the video-recorded deposition
21 of Paul Feng in the matter Re:
22 Google Play Store Antitrust
23 Litigation filed in the
24 U.S. District Court, Northern
25 District of California, San

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1 Francisco Division. Case
2 number 3:21-md-02981-JD.

3 This deposition is being
4 held virtually on Zoom.

5 My name is Bret Hampton from
6 the firm Veritext; I'm the
7 videographer. The court reporter
8 is Lynne Ledanois from Veritext.

9 I'm not authorized to
10 administer an oath, I'm not
11 related to any party in this
12 action, nor am I financially
13 interested in the outcome.

14 Would counsel and everyone
15 present please identify who you
16 represent. After that, the court
17 reporter may swear in the witness.
18 Thank you.

19 MR. BATES: Good morning.
20 Kyle Bates from the firm of
21 Hausfeld for the developer
22 plaintiffs. With me also is my
23 colleague Daniel Kees.

24 MR. BYARS: This is Brent
25 Byars from Cravath Swaine & Moore

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1 representing plaintiff and counter
2 defendant Epic Games. And with me
3 is Daniel Ottaunick also from
4 Cravath.

5 MR. SUMMERS: Glen Summers
6 with Bartlit Beck LLP on behalf of
7 the consumer class. With me is
8 Randall Ewing of the Korein
9 Tillery firm.

10 MR. MARX: Jonathan Marx
11 with the North Carolina Department
12 of Justice on behalf of the state
13 plaintiffs in the Google action.

14 MR. ROCCA: Good morning.
15 This is Brian Rocca of Morgan
16 Lewis representing Google
17 defendants as well as the witness,
18 Mr. Feng.

19 I'm joined by my colleague
20 Cole Pfeiffer of Morgan Lewis and
21 in-house counsel for Google, Ken
22 Maikish.

23
24 PAUL FENG,
25 having been duly sworn, testified as follow

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1 EXAMINATION

2 BY MR. BATES:

3 Q Good morning, Mr. Feng. How
4 are you?

5 A I'm good. How are you?

6 Q Good. Thank you.

7 We met off the record just a
8 moment ago. But again, my name is
9 Kyle Bates. I'm one of the attorneys
10 representing the developer plaintiffs
11 in this case.

12 Do you understand that?

13 A I do.

14 Q Okay. Have you had your
15 deposition taken before, Mr. Feng?

16 A Yes.

17 Q How many times?

18 A I believe once.

19 Q And when was that?

20 A I want to say it was around
21 2010, but it was a few years ago.

22 Q Can you tell me generally
23 what kind of a case it was in which
24 you gave deposition testimony?

25 A My recollection is that it

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1 Q I see. So Google Play

2 Billing is a [REDACTED]

3 [REDACTED]

4 [REDACTED]

5 [REDACTED]

6 [REDACTED]; is that

7 correct?

8 A Google Play Billing is

9 [REDACTED]

10 [REDACTED]

11 Q Can you describe what Google

12 Play Billing is for me?

13 A As I noted, Google Play

14 Billing is an integral part of Play.

15 And it is [REDACTED]

16 [REDACTED]

17 [REDACTED]

18 [REDACTED]

19 [REDACTED]

20 [REDACTED]

21 [REDACTED]

22 Q What is your involvement in

23 the development and implementation of

24 Google Play Billing?

25 A I lead the team that builds

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1 variety of different people.

2 Are there specific
3 conversations? Do you want me to
4 list dozens of people?

5 BY MR. BATES:

6 Q I don't. Was Sameer Samat
7 involved in the conversations about

8 [REDACTED]

9 [REDACTED]

10 A Yes.

11 Q What is Mr. Samat's title?

12 A Sameer is VP of product
13 management responsible for Play,
14 Android, Wear, something like that.

15 Q I see. He's your superior;
16 is that correct?

17 A He is, yes.

18 Q What is the basis for the
19 percentage of the service fee that's
20 charged to developers?

21 A So as I noted earlier, our
22 service fee has -- [REDACTED]

23 [REDACTED] [REDACTED]

24 [REDACTED]

25 [REDACTED]

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1 [REDACTED]
2 [REDACTED]
3 [REDACTED]
4 [REDACTED]
5 [REDACTED]
6 [REDACTED]
7 [REDACTED]
8 [REDACTED]
9 [REDACTED]
10 [REDACTED]
11 [REDACTED]
12 [REDACTED]
13 [REDACTED].
14 [REDACTED]
15 [REDACTED]
16 [REDACTED]
17 [REDACTED]
18 [REDACTED]
19 [REDACTED]
20 [REDACTED]
21 [REDACTED]
22 [REDACTED]

23 So that's the basis for the
24 service fee.

25 Q I see. So it's a [REDACTED];

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1 of this concern, but, yes, [REDACTED]

2 [REDACTED]

3 [REDACTED]

4 Q Was this not a concern at
5 all when [REDACTED]

6 [REDACTED]

7 A I wouldn't say that it
8 wasn't a concern. [REDACTED]

9 [REDACTED]

10 [REDACTED]

11 [REDACTED]

12 [REDACTED]

13 [REDACTED]

14 I think we have good reasons
15 for that. We deliver a ton of value
16 to game developers.

17 [REDACTED]

18 [REDACTED]

19 [REDACTED]

20 [REDACTED] We definitely
21 deliver a lot of value. We've talked
22 about that value in this deposition
23 for digital goods providers.

24 It's a business model that
25 worked, it's a business model that we

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1 have had since the beginning of Play
2 and it's worked out really well for a
3 lot of these digital goods developers,
4 right.

5 [REDACTED]
6 [REDACTED] [REDACTED]
7 [REDACTED]
8 [REDACTED] [REDACTED]
9 [REDACTED]
10 [REDACTED]
11 [REDACTED]
12 [REDACTED]
13 [REDACTED]
14 [REDACTED]
15 [REDACTED]
16 [REDACTED]

17 The apps that are not paying
18 a service fee attract users that make
19 the Play platform and Play -- and
20 Android much more valuable for
21 everyone, including Google Play
22 Billing developers.

23 So we think that the model
24 continues to make sense. [REDACTED]

25 [REDACTED]

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[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

Today's model allows us to
charge only when developers make
money, [REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

MR. BYARS: I move to strike